

## **RESUME**

**E.SENTHIL KUMAR**

**Plot No: 167B,**

**4<sup>th</sup> Main Road, Sadhasivam Nagar,**

**Madipakkam, Chennai – 600 091**

**Mobile: +91 95000 85503**

**Email:**

**[Senthilekambaram2013@gmail.com](mailto:Senthilekambaram2013@gmail.com)**



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### **OBJECTIVE:**

To serve dedicated me to my full efforts to the working concern and company grows as well as I to grow with itself.

### **ABOUT MYSELF:**

- Go-getter
- Self-enthusiast
- Team-oriented

### **EDUCATION:**

EXAMINATION	SCHOOL / COLLEGE	BOARD / UNIVERSITY	STREAM	YEAR OF PASSING	% OF MARKS
S.S.L.C	SENGUNTHAR HIGHER SECONDARY SCHOOL	BOARD OF SECONDARY EDUCATION, TAMIL NADU	GENERAL	1992	78%
DIPLOMA	THE SALEM POLYTECHNIC	BOARD OF TECHNICAL EDUCATION AND TRAINING, TAMIL NADU	MECHANICAL	1995	82%
BACHELOR DEGREE	ARUPADAI VEEDU INSTITUTE OF TECHNOLOGY	VINAYAKA MISSIONS UNIVERSITY, SALEM (PART TIME)	MECHANICAL	2012	73%
MASTER DEGREE	INSTITUTE OF DISTANCE EDUCATION	UNIVERSITY OF MADRAS (CORRESPONDENCE)	BUSINESS ADMINISTRATION	2014	54%

### **WORK EXPERIENCE:**

**(1)**

- Working in **ANDREAS STIHL PVT LTD**, Bangalore as a “Regional Sales Manager” - South.
- July 2015 to till date
- Responsible for Sales & Collection for South Region (Except A.P)
- Expanding of Dealer Net development & Sub dealer development

- New Product market analysis & communicate to concerns for Planning
- Organizing & Conducting the Monthly Regional Review & evaluating the Area Managers performance
- Promotional Activity planning & Execution like Road show, Free Service Campaign & Exhibitions
- State Government Subsidy Programmes finalizing like Coffee Board, Tea Board, Agriculture , Horticulture & Rubber Board
- Competitor Strength & Weakness analysis
- Tenders & Institution business monitoring & Closing

(2)

- **MAKITA POWER TOOLS INDIA PVT LTD**, Chennai as a “Branch Manager” – Sales & Operation.
- May 2010 to July 2015
- Responsible for Marketing & Sales target for Tamil Nadu & Pondicherry
- New product analyzing and Marketing strategy creating
- Responsible for Automotive business in and around Chennai & Tamilnadu
- Responsible for Dealer network expansion
- Responsible for Sub dealer network developing
- Product seminar & Service training at all major customer end
- Promotional activity planning and implementation
- All major exhibitions conducting
- Appointing Outdoor Power equipment dealers and expansion of dealer network.
- Generating of Govt tenders and tender follow up
- All Automotive industry order follow up
- OEM Enquiry develop and sales closing

(3)

- **HITACHI KOKI INDIA LTD.**, Chennai as a “Sr. Executive – Marketing”
- October 2004 to April 2010
- Responsible for the sales and service in the assigned territory (Trichy, Madurai, Ranipet, Part of Chennai.)
- Dealer Network Expansion / Product Developing.
- Product and Sales Training conducting in monthly once with all dealers sales team.

(4)

- **KRAFT SALES& SERVICES INDIA LTD.**, as a “Sales & Service Engineer”
- May 2003 to September 2004.
- Responsible for the sales in assigned territory (Ranipet, Part of Chennai)
- Additional Responsibilities for the warranty claim analyzing in covering of Tamilnadu & Kerala.

(5)

- **PHOENIX AGENCIES** as a “Sales & Service Engineer”. (Dealer for BOSCH Power Tools)
- December 2001 to April 2003.
- Responsible for the Sales in the assigned area. (South Chennai)
- Sub-Dealer Network Expansion

(6)

- **ELECTRO STEEL CASTING LTD.**, Gummidipundi as a “Maintenance and Shop Floor Supervisor”
- April 1997 to November 2001.
- Responsible for the operation & maintenance of 790 KVA Gensets.
- Responsible for the normalizing furnace break down maintenance & preventive Maintenance.

(7)

- **SRI BALAJI & CO.** Salem as a “Sales & Service Engineer”  
(Dealer for Sri Ram Honda Portable Genset)
- June 1995 to March 1997
- Responsible for the Sales Target and as well as Service Complaint attending.

#### **PERSONAL DETAILS:**

Date of Birth	:	25-06-1976
Marital Status	:	Married
Elective Subject	:	Automobile Technology
Address for Communication	:	Plot No: 167B, 4 <sup>th</sup> Main Road, Sadhasivam Nagar, Madipakkam, Chennai – 600 091.
Additional Qualification	:	DCA (Diploma in Computer Application) DCAD (Diploma in Auto Cad)
Languages Known	:	Tamil, English & Hindi

#### **DECLARATION:**

I hereby declare that the above furnished are true to the best of my knowledge.

Yours Sincerely,

**(E.SENTHIL KUMAR)**